



NEGOTIATION STRATEGIES INSTITUTE

HARVARD NEGOTIATION PROJECT | Academic Sponsor

**EXECUTIVE PROGRAM ON NEGOTIATION FOR PUBLIC LEADERSHIP**  
**APPLICANT INFORMATION PACKAGE**

Applications accepted until August 6<sup>th</sup> 2025

To apply please submit your application & CV to  
[nsi@negotiationsi.org](mailto:nsi@negotiationsi.org)

You are a **NEGOTIATOR**.

*Each and every day, you negotiate with your colleagues and counterparts; you negotiate inside your organization and with other ministries and governments. When negotiating you represent yourself, your ministry, your organization, and your country. You negotiate over interests and needs, on status and reputation, to reach agreements to maximize opportunities and to mitigate crises.*

**Negotiation is an ART and a SCIENCE.** Working with those who have led the most complex and high-stake negotiations of our time, **NSI** with the academic sponsorship of the **Harvard Negotiation Project** captures the key skills, lessons, and insights, transforming them into a **one-of-a-kind learning experience** for leaders in high-stake contexts.

Become a more influential **LEADER** and strategic **NEGOTIATOR**.

## THE EXECUTIVE PROGRAM ON NEGOTIATION FOR PUBLIC LEADERSHIP

NSI provides a unique opportunity to a select number of individuals to enhance their capacity to lead more effectively by learning from world-renowned experts and leaders under the academic sponsorship of the **Harvard Negotiation Project**, the world's premier research and educational unit on negotiation.

The **Executive Program on Negotiation for Public Leadership** is an advanced leadership program that provides access to gaining foundational theory and practical insights from world-renowned negotiation experts and from global leaders who have successfully negotiated seemingly intractable issues. The dynamic learning process provides a powerful opportunity to experiment with new negotiation and leadership tools, engage with experts, and tap into the rich experiences and expertise of fellow participants and personal coaching.

## YOUR REALITY IS COMPLEX

*We offer you a unique opportunity to equip yourself with valuable capabilities and networks to lead through these turbulent times.*

The program's curriculum is developed and delivered by experts and faculty affiliated with the **Negotiation Strategies Institute's academic sponsor, the Harvard Negotiation Project (HNP)**, which was founded in 1979 by Professor Roger Fisher, co-author of the international bestseller "Getting to Yes." HNP was the first research unit of its kind in the world and has developed negotiation frameworks that are now standard practice around the world. **Professor James K. Sebenius**, the current director of HNP, author of "3D Negotiation" and "Kissinger the Negotiator" serves as NSI's Academic Chair. Since its establishment, HNP has consulted on many of the most difficult negotiations of our time, including Camp David I, the Iran Hostage Crisis, the creation of a new constitution in South Africa, the Ecuador/Peru Border Dispute, the ongoing North Korea crisis and many others. HNP continues its research practice through a range of innovative programs such as the "Harvard Great Negotiator Award" and the "Secretaries of State Project." The objective of such efforts is to learn best practices from global negotiators, including the likes of Henry Kissinger, Juan Manuel Santos, Madelene Albright, Hillary Clinton, Lakhdar Brahimi, Tommy Koh, and James Baker.

# FROM COMPLEXITY TO INSIGHT TO RESULTS

*We invite those who lead the most extraordinary negotiations of our time to learn from their unique experiences in order to generate valuable and practical insights which will enable you to achieve desirable and sustainable results.*

## BEYOND “TRAINING” – NSI FELLOWS GAIN:

- An opportunity to work on pressing complex challenges using high-value resources, including a group of peers, access to top expertise, new analytical frameworks, and practices.
- Ability to work across worldviews to make progress amid deep disagreements.
- Mastery and confidence in their natural negotiation strengths, along with the ability to identify their weaknesses and improve.
- Ability to design and lead processes to constructively impact societal conflict.
- Ability to negotiate with difficult people and strategically influence others.
- Mastery of both the cognitive and emotional dimensions of negotiation and leadership.
- Capacity to exercise leadership and mobilize others more effectively.
- Access to a professional network of peers from across the Middle East and leading negotiation experts.

## FRAMEWORK & SCHEDULE

Begins – November 2025

Concludes – September 2026

The program includes eight workshops (local in Jerusalem and international), including a study visit to Northern Ireland and participation in the NSI June Event, three sessions in small groups, and coaching opportunities. The program is designed as a hands-on and interactive learning experience, applying Harvard pedagogical methods of learning from real-life examples and personal encounters with experienced negotiators. The program creates a private learning environment where you, as a Fellow, are invited to refine your negotiation and leadership skills and experiment with new approaches.

- Full participation is required.
- Exact dates of the program will be provided later in the selection process.

## THE NETWORK

Upon graduating from the Executive Program, Fellows are invited to enter a growing **Network** of graduates, through which you will gain access to influential individuals from your community, as well as regionally and globally.

As a Network member, you have access to a set of valuable resources and opportunities, including support on processes addressing complex challenges/conflicts, access to the NSI community of experts, ongoing learning through advanced workshops and field visits (local, regional, and global), and invitation to the NSI Annual June Event.



## SELECTION CRITERIA

We are looking for *ambitious leaders with a proven track record of achievements in leading complex processes and who are looking to learn, improve, and make a difference.*

**Public Sector:** Leadership roles who influence national-scale issues and processes.

**Private Sector:** CEOs and executives who influence large-scale societal issues.

**Civil Society:** Leading large-scale societal processes, level of CEO or Deputy of civil society entities.

Additional requirements Include:

- Commitment to having a positive impact on society.
- Between the ages of 32 - 47.
- Conversational English proficiency (for further questions or concerns please contact us).
- Participation approval from your superior/organization.
- Participation fees: \$1,000 (for International Diplomats: \$3,000)

*If you don't meet one or more of these requirements, you are welcome to apply and include a letter explaining why your candidacy should be considered.*

**Partial scholarships are available.**

## SELECTION PROCESS

First Stage	Submit the <a href="#">Application Form</a> including your <a href="#">CV</a> in English by <b>August 6<sup>th</sup> 2025</b> to <a href="mailto:NSI@negotiationsi.org">NSI@negotiationsi.org</a>
Second Stage	Review of Applications by the Selection Committee
Third Stage	Personal interview of finalists during September
Fourth Stage	Announcement of the 2025-2026 cohort by <b>September 17<sup>th</sup> 2025</b>

If you have any questions, don't hesitate to contact us at [NSI@negotiationsi.org](mailto:NSI@negotiationsi.org)